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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 4 May 1985

MIDDLE ATLANTIC REGION (MAPA)

Bucknell University
Carnegie-Mellon University
Cedar Crest College
Delaware State College
University of Delaware
Fairleigh Dickinson University - Teaneck
George Washington University
Grove City College
IUP - Indiana, PA
Lafayette College
Lehigh University
Lincoln University (PA)
Morgan State University
New Jersey Institute of Technology
Pennsylvania State University
Pennsylvania State University - Capitol Campus
University of Pennsylvania
University of Pennsylvania - Wharton Graduate School
University of Pittsburgh
Princeton University
Rutgers University - Camden-College of Arts and Sciences
Rutgers University - New Brunswick
Villanova University
Virginia State University
West Virginia University

The 187 placement offices at the 163 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Middle Atlantic region.

The data are based on salary offers made to students graduating between September 1, 1984, and August 31, 1985. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (April 5 through May 3) and cumulatively (September 1 through May 3). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/85 THROUGH 5/3/85							CUMULATIVE PERIOD 9/1/84 THROUGH 5/3/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	135	807	$1711	$1687	$1833	$1708	$1608	478	4746	$1684	$1684	$1833	$1667	$1558
Business—General (incl. Mgmt.)	96	601	1758	1654	2167	1735	1376	205	1990	1717	1621	2166	1750	1267
Marketing & Distribution	34	308	1553	1568	1825	1500	1375	62	1041	1529	1553	1825	1500	1292
HUMANITIES & SOCIAL SCIENCES														
Humanities	12	64	1733	1502	*	*	*	52	369	1580	1447	2083	1563	1000
Economics[2]	35	157	1822	1758	2200	1917	1375	74	383	1740	1730	2200	1667	1375
Other Social Sciences	23	144	1814	1625	2250	1833	1417	47	547	1583	1506	2150	1583	1000
ENGINEERING														
Aeronautical	8	126	1796	2228	*	*	*	14	390	1912	2230	*	*	*
Chemical	76	460	2389	2377	2500	2383	2300	203	1594	2369	2375	2500	2400	2230
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	21	259	2062	1955	2417	2000	1667	55	791	2080	1971	2417	2125	1667
Electrical (incl. Computer Engrg.)	240	1898	2259	2306	2450	2333	1930	636	6921	2252	2278	2450	2333	1930
Geological	+	9	+	2299				+	43	+	2237			
Industrial	56	246	2252	2225	2417	2275	2000	121	847	2258	2193	2417	2267	2065
Mechanical	99	1000	2259	2288	2410	2300	2083	271	3695	2248	2259	2425	2300	1931
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	15	60	2255	2324	*	*	*	39	225	2248	2279	2400	2300	2108
Mining	1	4	2200	2300	*	*	*	4	28	2103	2192	*	*	*
Nuclear (incl. Engrg. Physics)	1	16	2371	2294	*	*	*	7	62	2358	2291	*	*	*
Petroleum	+	49	+	2536				8	341	2753	2626	*	*	*
Engineering Technology	11	91	2205	2131	*	*	*	53	472	2196	2131	2417	2235	1950
SCIENCES														
Agricultural Sciences	1	22	1400	1561	*	*	*	9	125	1501	1477	*	*	*
Biological Sciences	3	20	2341	1775	*	*	*	11	71	1533	1489	*	*	*
Chemistry	5	25	2139	2022	*	*	*	10	104	2093	1904	*	*	*
Computer Science	72	622	2080	2124	2342	2150	1487	232	2368	2073	2080	2358	2141	1750
Health (Medical) Professions	+	4	+	1330				2	118	1554	1789	*	*	*
Mathematics	59	141	2150	2029	2458	2168	1792	109	317	2139	2032	2416	2208	1791
Other Physical & Earth Sciences	2	41	1793	1985	*	*	*	10	138	1737	1928	*	*	*
Totals	1005	7174						2712	27726					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/85 THROUGH 5/3/85							CUMULATIVE PERIOD 9/1/84 THROUGH 5/3/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	137	864	$1722	$1700	$1867	$1708	$1600	508	5041	$1689	$1692	$1840	$1675	$1500
Business Administration	44	277	1961	1655	2250	2024	1583	103	1102	1905	1611	2250	1917	1400
Communications	8	31	1974	1979	*	*	*	27	186	1981	1598	2258	1933	1666
Community & Service Orgs. Work	+	12	+	1153				2	82	958	1321	*	*	*
EDP-Programming/Systems	137	755	2165	2143	2416	2208	1833	349	2777	2130	2104	2375	2170	1833
Engineering	481	3929	2262	2282	2426	2333	1933	1285	14241	2265	2268	2458	2335	1930
Farm & Natural Resources Mgmt.	+	2	+	1325				2	47	1663	1527	*	*	*
Finance & Economics	45	255	1829	1797	2250	1833	1416	73	673	1792	1732	2250	1800	1384
Health (Medical) Services	+	14	+	1294				6	150	1352	1678	*	*	*
Manufacturing &/or Industrial Oprs.	11	66	2181	2136	*	*	*	28	355	2132	2076	2425	2250	1708
Mathematics/Statistics	11	71	1813	1940	*	*	*	30	164	1832	1965	2210	1834	1450
Merchandising/Sales Promotion	39	284	1593	1572	1834	1625	1375	95	952	1466	1491	1825	1416	1042
Personnel/Employee Relations	3	24	1444	1624	*	*	*	18	106	1456	1718	*	*	*
Research—Non-Scientific	6	33	2247	2022	*	*	*	19	131	2004	1990	*	*	*
Research—Scientific	4	77	1865	2094	*	*	*	28	334	1986	2048	2425	2200	1250
Rotational Training—Non-Technical	14	73	1559	1532	*	*	*	19	230	1573	1505	*	*	*
Rotational Training—Technical	10	35	2253	2189	*	*	*	16	147	2248	2163	*	*	*
Sales—Non-Technical Degree	49	311	1585	1591	1916	1583	1384	92	870	1520	1584	1825	1500	1250
Sales—Technical/Scientific Degree	6	61	2323	2232	*	*	*	12	138	2141	2193	*	*	*
Totals	1005	7174						2712	27726					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 4/5/85 THROUGH 5/3/85							CUMULATIVE PERIOD 9/1/84 THROUGH 5/3/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	1	23	$1958	$1944	*	*	*	7	350	$1852	$2037	*	*	*
MBA (Non-Technical Undergraduate)	5	240	2387	2494	*	*	*	29	778	2055	2317	$2460	$2050	$1755
MBA (Technical Undergraduate)	1	53	2400	2626	*	*	*	5	176	2351	2526	*	*	*
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	6	57	2273	2592	*	*	*	8	129	2153	2471	*	*	*
Industrial Mgmt. (incl. Industrial Admin.)	+	12	+	2422				1	32	2250	2399	*	*	*
Administration (incl. Public, Hospital, etc.)	+	5	+	2636				1	28	2375	2413	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	1	1	1385	1385	*	*	*	16	31	1410	1515	*	*	*
Social Sciences	+	5	+	1510				3	55	1397	1694	*	*	*
ENGINEERING														
Chemical	6	37	2597	2629	*	*	*	24	143	2556	2603	2708	2542	2400
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	30	+	2416				+	133	+	2375			
Electrical (incl. Computer Engrg.)	5	161	2709	2727	*	*	*	15	675	2783	2731	*	*	*
Industrial	3	22	2611	2582	*	*	*	6	66	2524	2487	*	*	*
Mechanical	7	72	2570	2678	*	*	*	32	339	2555	2609	2783	2606	2165
Nuclear (incl. Engrg. Physics)	+	+	+	+				+	19	+	2552			
SCIENCES														
Chemistry	+	4	+	2245				4	19	1823	2103	*	*	*
Computer Science	2	57	2950	2606	*	*	*	31	289	2300	2551	2708	2450	1667
Geology & Related Geological Sciences	2	15	2750	2569	*	*	*	7	98	2771	2583	*	*	*
Mathematics	5	7	2472	2404	*	*	*	7	27	2506	2414	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	1	9	2541	2513	*	*	*	1	32	2541	2549	*	*	*
Totals	45	810						197	3419					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 4/5/85 THROUGH 5/3/85							CUMULATIVE PERIOD 9/1/84 THROUGH 5/3/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	+	101	+	$2752				3	210	$1505	$2610	*	*	*
MBA - Tech Undergraduate	+	47	+	2882				+	66	+	2809			
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	2	151	$2579	2949	*	*	*	3	256	2636	2817	*	*	*
MBA - Tech Undergraduate	+	51	+	2882				+	67	+	2872			
Over 4 years														
MBA - Non-Tech Undergraduate	+	71	+	2714				1	146	2000	2646	*	*	*
MBA - Tech Undergraduate	+	17	+	2988				+	42	+	2868			
Totals	2	438						7	787					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	15	51	$3346	$3395	*	*	*	35	120	$3369	$3378	$3583	$3417	$3050
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	+	+	+				4	8	2375	2610	*	*	*
Electrical (incl. Computer Engrg.)	+	8	+	3680				7	62	3155	3479	*	*	*
Mechanical	4	9	1973	2818	*	*	*	18	38	2937	3053	*	*	*
SCIENCES														
Chemistry	6	51	3031	3130	*	*	*	16	137	2723	2995	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	1	5	2250	3450	*	*	*	4	13	2896	2917	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	3	3	3516	3516	*	*	*	4	20	3512	3298	*	*	*
Physics	1	7	2833	3150	*	*	*	7	37	2997	3068	*	*	*
Totals	30	134						95	435					

[1] Years of previous full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

MAPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1985 MAPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/05/85 THROUGH 05/03/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1696 1800 1608	94	1676	8	1646	2	1797	10	1800	2	1697	3
BUSINESS - GENERAL	2084	2	1615 2083 1360	21	1558 1700 1333	26	1838	4			2002	3
MARKETING/DISTRIBUTN			1450	2	1455	9	1451	13			1825	7
HUMANITIES					1620	5	1836	6				
ECONOMICS	2135	1	1860	17	1370	5	1929	2				
OTHR SOCIAL SCIENCES	1894	6	2102	4	1502	8			1754	2		

MAPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1985 MAPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/05/85 THROUGH 05/03/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AERONAUTICAL											1750	2
CHEMICAL							2279	2	2393	1	2375	1
CIVIL -CNSTR/SAN/TRP							2070	2			2020	13
ELECTRICAL -COMPTR	2187	2	2292	2			2319 2426 2200	89	2461	5	2282	12
GEOLOGICAL												
INDUSTRIAL	2056	3			2583	1	2189	9	2318	8	2302	5
MECHANICAL							2256 2335 2150	21	2292	14	2287	13
METALLURGICAL							2150	1	2388	2		
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH			2500	1								

MAPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MAY 1985 MAPA REGIONAL INTERIM REPORT
INTERIM PERIOD 04/05/85 THROUGH 05/03/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AGRICULTURL SCIENCES							1400	1				
BIOLOGICAL SCIENCES			2667	1			2166	1				
CHEMISTRY							2275	1				
COMPUTER SCIENCE	1750	1	1942	7			2219 2342 2000	22			2250	2
HEALTH (MED) PROFSNS												
MATHEMATICS	2021	2	1885	8	1834	2	2299 2500 2166	25				
OTHR PHYSCL/EARTH SCI							2100	1				

MAPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MAY 1985 MAPA REGIONAL INTERIM REPORT
INTERIM PERIOD 04/05/85 THROUGH 05/03/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING	1816	3	1700	1			1685	4	1725	2	1873	5
BUSINESS - GENERAL	2229	8	1539	9	2093	11	1812	4	1767	4	1979	2
MARKETING/DISTRIBUTN									1675	2		
HUMANITIES									1675	1		
ECONOMICS			2038	6	1917	2						
OTHR SOCIAL SCIENCES					1917	1						

MAPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MAY 1985 MAPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/05/85 THROUGH 05/03/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL							1958	1				
CHEMICAL	2402 2500 2333	47	2425	1	2389	3	2378	14			2457	5
CIVIL -CNSTR/SAN/TRP	2300	1					1958	1			2417	1
ELECTRICAL -COMPTR	2386	16	2340 2470 2180	47	2384	3	2336	4	2325	4		
GEOLOGICAL												
INDUSTRIAL	2263	4	2223	8	2388	7	2250	1	2173	4		
MECHANICAL	2353	18	2350	9	2375	1	2305	2	2125	6		
METALLURGICAL			2355	2					2206	9	2345	1
MINING											2200	1
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH			2148	6	2333	1			2225	2		

MAPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1985 MAPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/05/85 THROUGH 05/03/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY							2020	1				
COMPUTER SCIENCE	2201	11	2108	3			2083	1	2121	4	2188	5
HEALTH (MED) PROFSNS												
MATHEMATICS	2158	1	2408	4			2100	1	2050	1	2114	2
OTHR PHYSCL/EARTH SCI												

MAPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1985 MAPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/05/85 THROUGH 05/03/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING									1500	1		
BUSINESS - GENERAL					1860	2						
MARKETING/DISTRIBUTN					1829	1						
HUMANITIES												
ECONOMICS	1917	1					1199	1				
OTHR SOCIAL SCIENCES	2500	1			2000	1						

MAPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1985 MAPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/05/85 THROUGH 05/03/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL							1782	5				
CHEMICAL	2250	1					1930	1				
CIVIL -CNSTR/SAN/TRP	2059	2			2100	1						
ELECTRICAL -COMPTR	2380	3			2350 2415 2250	21	1724 1933 1500	29			2222	3
GEOLOGICAL												
INDUSTRIAL	2229	2			2303	2	2017	2				
MECHANICAL	2083	1	2350	1	2348	6	1805	7				
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS					2371	1						
PETROLEUM -NATL GAS												
ENGINEERING TECH	2083	1										

MAPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1985 MAPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/05/85 THROUGH 05/03/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES	2191	1										
CHEMISTRY	2450	2					1500	1				
COMPUTER SCIENCE	1708	3			2325	5	1536	8				
HEALTH (MED) PROFSNS												
MATHEMATICS	2253	3			2375	2	1702	4			2023	4
OTHR PHYSCL/EARTH SCI							1485	1				

REV 2

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 04/05/85 THROUGH 05/03/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MAY 1985 MAPA REGIONAL INTERIM REPORT

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO,MECH-EQPT	BLDG MATERIAL
MBA - NON-TECHNICAL						
MBA - TECHNICAL						

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 04/05/85 THROUGH 05/03/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MAY 1985 MAPA REGIONAL INTERIM REPORT

CURRICULUM	CHEMCLS-DRUG	ELECTRL MAC	FOOD-BEVERAGE	GLASS-PAPER	METALS/PRODS	PETRO/ALLIED
MBA - NON-TECHNICAL	2366 1					2393 4
MBA - TECHNICAL						2400 1

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 04/05/85 THROUGH 05/03/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MAY 1985 MAPA REGIONAL INTERIM REPORT

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MBA - NON-TECHNICAL						
MBA - TECHNICAL						